

Message Text

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PAGE 01 PEKING 00275 200258Z

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ACTION COME-00

INFO OCT-01 EA-06 ISO-00 EB-07 /014 W

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R 200300Z FEB 75

FM USLO PEKING

TO SECSTATE WASHDC 3243

INFO AMCONSUL HONG KONG

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FOR COMMERCE, ATTN: WILLIAM CLARKE, BUREAU OF EAST WEST TRADE

E.O. 11652: N/A

TAGS: ETRD BTIO US CH

SUBJECT: PRC INTEREST IN SINGLE POINT MOORING BUOY SYSTEMS

REF: HONG KONG 1509

1. USLO HAS RECEIVED COMMERCIAL CABLE FROM WILLIAM L. KIELY, EXECUTIVE VICE PRESIDENT OF SOFEC, INC., 2000 WEST LOOP SOUTH, SUITE 990, HOUSTON, TEXAS. THE CABLE REPEATS A TELEX WHICH SOFEC HAS SENT TO MACHIMPEX IN PEKING WHICH SAYS THAT SOFEC UNDERSTANDS MACHIMPEX IS INTERESTED IN SINGLE ANCHOR LEG MOORING (SALM) TANKER TERMINAL AND WILL BE SENDING MACHIMPEX FULL DESCRIPTIVE LITERATURE ON SOFEC SALM SYSTEMS IN NEAR FUTURE. THE CABLE TO USLO THEN ADDS THAT SOFEC WILL ALSO SEND USLO COPIES OF ALL PERTINENT INFORMATION SO THAT USLO CAN TRANSMIT IT TO CHINA RESOURCES, REPEAT, CHINA RESOURCES ON SOFEC'S BEHALF.

2. REQUEST COMMERCE ACKNOWLEDGE RECEIPT OF KIELY'S CABLE ON BEHALF OF USLO. IN ADDITION, PLEASE EXPLAIN TO KIELY THAT BY ADDRESSING HIMSELF TO MACHIMPEX HE IS FOLLOWING BEST AND MOST DIRECT CHANNEL FOR PROMOTING SALM TERMINAL SALES. PLEASE EXPLAIN NATURE OF CHINA RESOURCES COMPANY AND FACT THAT WE DO NOT DEAL WITH IT SINCE IT IS LOCATED IN HONG KONG. YOU MIGHT ADD, HOWEVER, LIMITED OFFICIAL USE

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THAT IN VIEW OF CRC'S PAST EXPRESSION OF INTEREST IN

INFORMATION ABOUT SINGLE FIXED POINT MOORING BUOYS, SOFEC
MAY WISH TO PROVIDE INFORMATION ON ITS SALM TERMINALS
TO CRC, USING PROCEDURE OUTLINED REFTEL.
BUSH

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Message Attributes

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Margaret P. Grafeld
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